




























Add terms to your search using:

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| 19. ("Sales Performance Management" and actual*) AND PDN (<8/1/2002)
<i>Database:</i> Multiple databases...
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<i>Publication type:</i> All publication types | 6 results | ● Add to Search | Set Up Alert  |
| 17. (Sales Performance Management actual) AND PDN(<8/1/2002)
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<i>Look for terms in:</i> Citation and abstract
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<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 41996 results | ● Add to Search | Set Up Alert  |
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| 14. (sales action plan expert system) AND PDN(<8/1/2002)
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<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 17 results | ● Add to Search | Set Up Alert  |
| 13. sales and (actual* w/2 (plan* or forecast*)) w/4 (differ* or vary* or varianc* or delta*)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 105 results | ● Add to Search | Set Up Alert  |
| 12. (sales action plan) AND PDN(<8/1/2002)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 7572 results | ● Add to Search | Set Up Alert  |
| 11. sales action plan
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 12692 results | ● Add to Search | Set Up Alert  |
| 10. SUB(Sales management) AND SUB(Sales forecasting)
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 27 results | ● Add to Search | Set Up Alert  |
| 9. sales w/4 (actual* w/2 (plan* or forecast*))
<i>Database:</i> Multiple databases...
<i>Look for terms in:</i> Citation and abstract
<i>Publication type:</i> All publication types | 122 results | ● Add to Search | Set Up Alert  |
| 8. (LSU((SALESFORCE AUTOMATION))) AND PDN(<8/1/2002) | 227 results | ● Add to Search | |

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7.	SUB(Sales management) AND (actual* w/2 (plan* or forecast*)) Database: Multiple databases... Look for terms in: Citation and abstract Publication type: All publication types	3 results	● Add to Search
			
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